

# **ARB's Providing Loan Assistance for California Equipment (PLACE) Program**

Informational Sessions  
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CALIFORNIA ENVIRONMENTAL PROTECTION AGENCY  
 **Air Resources Board**

# Overview

- PLACE Program Objectives
- PLACE Roles
- Program Structure
- Borrower Eligibility
- Loan Products
- Program Timeline
- Contact Information

# Loan Program's Objectives

- Quickly assist fleets affected by ARB regulations
- Foster early action on regulatory compliance
- Help as many fleets as possible
- Longer-term goal: Sustainable program

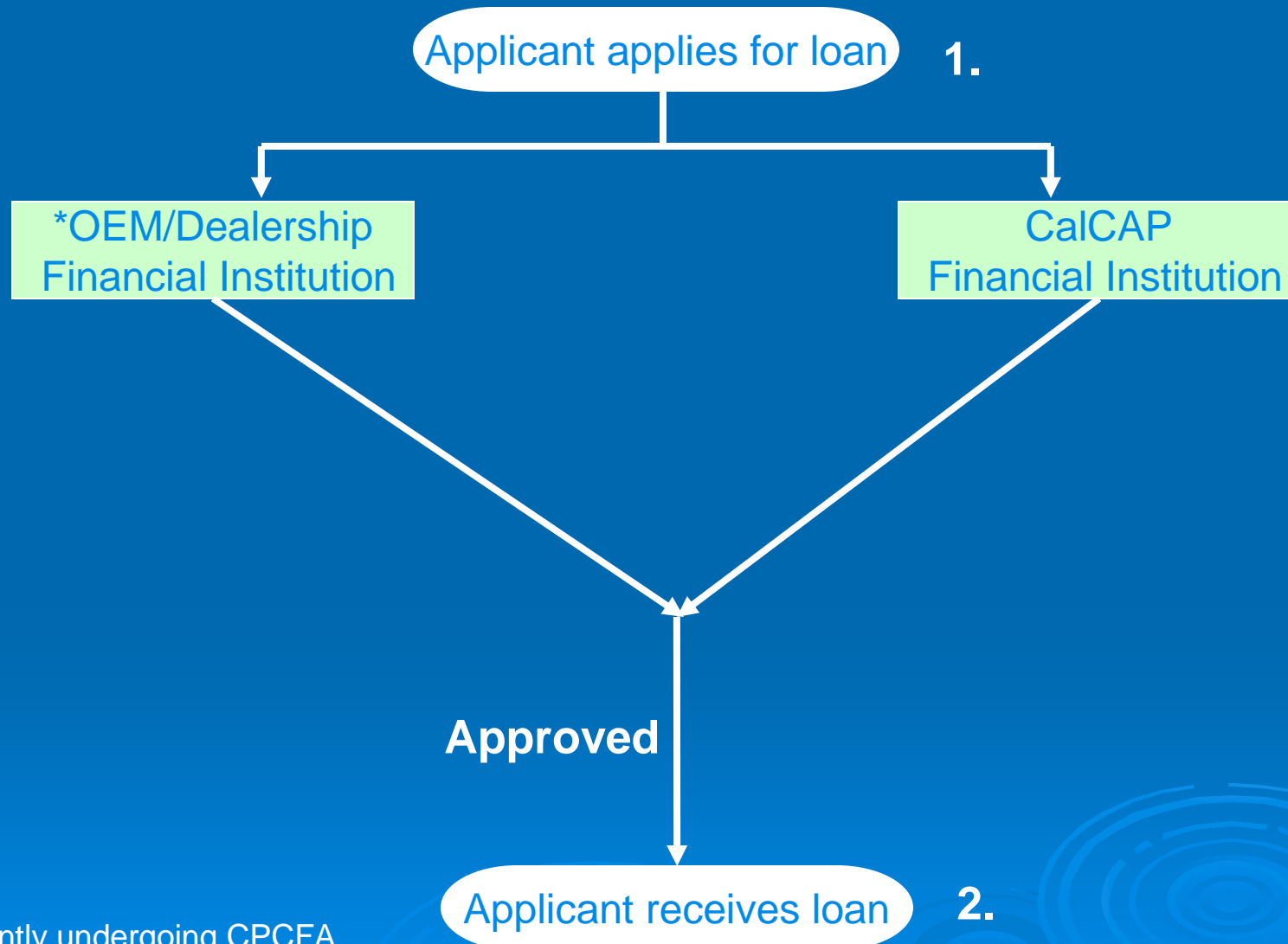
# Meeting the Objectives

- ARB partner: California Capital Access Program (CalCAP)
- Loan guarantee: ARB contributes portion of principal to savings account; lender makes claim if loan defaults
- Enables loans to fleets falling just outside conventional lending criteria
- Leverages state dollars: 7:1

# PLACE Roles

- Participating lenders: issue PLACE loans, coordinate with dealerships
- Truck dealerships, vendors, installers: referral process with participating lenders
- CalCAP: administrative oversight, outreach
- ARB: programmatic oversight, outreach
- Local Air Districts: referrals
- Fleet Owner: compliance, repay loan

# Program Structure



\*Currently undergoing CPCFA statute change process

# Borrower Eligibility

- Less than 100 employees
- Less than \$10 mil annual revenues
- Primary business effect in CA
- Fleet size
  - On-road: 20 vehicles or less
  - OR-
  - Off-road: any size fleet
- Applicant is “nearly-bankable”
- Program does not target high-risk applicants

# Loan Product Packages

- Financing for vehicle upgrades to comply with regulatory requirements:
  - New trucks: 2007 or better emission standards
    - With or without SmartWay technologies
  - Used trucks: 2007 or better emission standards
  - ARB-verified PM and/or NOx exhaust retrofits
    - Also available for off-road vehicles
  - SmartWay-approved energy efficiency retrofits (low-rolling resistance tires, aerodynamic skirting and fairings)



# Timeline for PLACE Program Development

Currently	Finalizing agreement w/CalCAP Developing lender list Designing outreach
Starting Spring 2009	Loans available for fleets
Starting Summer 2009	Periodic program assessments

# For More Information

- ARB's PLACE Program
  - <http://www.arb.ca.gov/ba/loan/loan.htm>
- Sign-up for automatic e-mail notifications
  - <http://www.arb.ca.gov/listserv/loan.htm>
- CalCAP Information
  - <http://www.treasurer.ca.gov/cpcfa/calcap.asp>

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# Comments and Discussion